

Message Text

UNCLASSIFIED

PAGE 01 BONN 17960 290039Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----117050 291411Z /47

R 281430Z OCT 77
FM AMEMBASSY BONN
TO USDOC WASHDC
INFO SECSTATE WASHDC 2658
AMCONSUL BREMEN
AMCONSUL DUSSELDORF
AMCONSUL FRANKFURT
AMCONSUL HAMBURG

UNCLAS BONN 17960

E.O. 11652: N/A
TAGS: BEXP, GW
SUBJECT: ADS REQUEST - HY-GAIN ELECTRONICS CORP.,
LINCOLN, NEBRASKA (CENTRAL & SOUTHERN GERMANY;
NORTHERN GERMANY).

THE FOLLOWING FIRMS WERE CONTACTED INDIVIDUALLY BY THE
FOREIGN SERVICE POSTS AND HAVE EXPRESSED THEIR INTEREST:

SUESS ELEKTROGERAETE KG
RHEINHORSTSTR. 16
6700 LUDWIGSHAFEN 2
CONTACT: DR. G. SUESS (PRESIDENT)
PHONE: 0621-672081
TELEX: 4 64562
COMMFT: DR. SUESS WILL BE AVAILABLE FOR AND
INTERESTED IN PERSONAL TALKS WITH MR. HEINKE. HOWEVER,
HE IS INTERESTED IN THE MARINE PRODUCTS LINE MLY.
COMPANIES INTERESTED IN THE GOVERNMENT PRODUCTS LINE
WERE NOT FOUND IN FRANKFURT DISTRICT. CONSENSUS OF
OPINION WAS THAT THE MARKET IS DOMINATED BY GERMAN
FIRMS ROHDE & SCHWARZ AND AEG-TELEFUNKEN, AND
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PAGE 02 BONN 17960 290039Z

FRANKFURT-BASED FIRMS FEEL THEY ARE TOO WEAK TO FACE
THAT COMPETITION.

DRAHTLOSE NACHRICHTENTECHNIK GMBH
FRANKFURTER STR. 34-36
6233 KELKHEIM
CONTACT: MR. W. BRUNNER, MGR.

PHONE: 06195-4040

COMMENT: MR. BRUNNER HAS BEEN IN TOUCH WITH
HY-GWIN FOR SOME TIME, PLANS TO VISIT THEM IN THE U.S.
IN THE NEAR FUTURE AND EXPECTS TO SIGN A CONTRACT WITH
THEM ON THAT OCCASION. HE WAS, THEREFORE, SOMEWHAT
AMAZED AT THE FIRM'S PRESENT INITIATIVE TO FIND A
REPRESENTATIVE HERE. IN ORDER TO AVOID FURTHER
EMBARRASSMENT, MR. BRUNNER WAS NOT INFORMED OF
MR. HEINKE'S VISIT.

SCHNEIDER & CO.

SARENWEG 50

2000 HAMBURG 65

CONTACT: MR. ORTLEPP

PHONE: 040-6080066

COMMENT: MEDIUM SIZED FIRM IN THE COMMUNICATION FIELD.

MR. RICHARD M. HEINKE, CIM INTERNATIONAL SYSTEMS
MANAGER, HY-GAIN ELECTRONICS CORP., VISITED AMCONSUL
HAMBURG AND AMEMBASSY BONN (SEP 23) AND WAS INFORMED
OF THE INTEREST OF THE ABOVE-MENTIONED COMPANIES.
WHILE IN BONN, HE PHONED AMCONSULS BREMEN AND
DUESSELDORF AND WAS GIVEN THE NAMES OF POSSIBLE
PROSPECTS TO MEET WITH.

APPROVING OFFICER: GUSTAF COONTZ, COMMERCIAL COUNSELOR
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PAGE 03 BONN 17960 290039Z

STOESSEL

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Sent Date: 28-Oct-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977BONN17960
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770398-0872
Format: TEL
From: BONN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19771012/aaaaajws.tel
Line Count: 95
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 8eb7c924-c288-dd11-92da-001cc4696bcc
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 12-Jan-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 761215
Secure: OPEN
Status: NATIVE
Subject: ADS REQUEST - HY-GAIN ELECTRONICS CORP., LINCOLN, NEBRASKA (CENTRAL & SOUTHERN GERMANY; NORTHERN GERMANY).
TAGS: BEXP, GE
To: COM
Type: TE
vdkgvkey: odbc://SAS/SAS.dbo.SAS_Docs/8eb7c924-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
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